

REPLACEMENT SHEET

1000

Real Estate

DDS

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• GE Capital
• KeniState.com
• PPR
• On-line Debt Pricing Matrix
• CMBS Pricing Matrix
• State Zone Information
• GE Hurdle data
• Valuation Assumption Guidelines

Parameters

Details

Probability

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[Denver Office CMBS version 1]

Digital Deal Screen
Deal Parameters

Evaluation Date ☒ Use Current Date

Deal Name ①

Market ①

Product Type ①

Collateral Type ☐ Mixed

Collateral Subtype

Notes

Market Hurdle

Low
Med
High

FIG. 10

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1105

Collateral Type (Pull Down Menu)	Collateral Type (for market hurdle)
Office - CBD (Class A)	Office
Office - CBD (Class B)	Office
Office - Suburban (Class A)	Office
Office - Suburban (Class B)	Office
Multifamily - Class A	Multifamily
Multifamily - Class B	Multifamily
4/5 Star Mobile Home	Multifamily
3 Star Mobile Home	Multifamily
Grocery/ Drug Store	Retail
Community Center	Retail
Power Center	Retail
Regional Mall	Retail
Industrial - Class A	Industrial
Industrial - Class B	Industrial
Self-Storage	Industrial

FIG. 11A

1110

Product Type	Product Type (for market hurdle)
On-book Debt, S/T, fixed rate	Debt, S/T
On-book Debt, S/T, floating rate	Debt, S/T
On-book Debt, L/T, fixed rate	Debt, L/T
On-book Debt, L/T, floating rate	Debt, L/T
CMBS (fixed rate)	Debt, L/T
CMBS (floating rate)	Debt, L/T
Equity, S/T	Equity, S/T
Equity, L/T	Equity, L/T

FIG. 11B

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1200

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Parameters Details Probability

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• CUBS Pricing
• Matrix
• Strike Zone
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• Acquisition
• Guidelines

Digital Deal Screen
Deal Details

Deal Detail #

Amortization 30 year amortization

Term 10 years

Deal Purpose Purchase, > 20% equity

Escrows Tax and insurance escrows

Replacement Rcv \$0.20 per SF or more

Defeasance/YM Yard maintenance

Lockbox Lockbox

Interest Only No interest only period

Asset Specific

Property Class A

Tenant Profile Multiple tenants

Location MSA population > 250,000

Lease Provision >50% of leases expire in any 3-year period

Parking Suburb - on-site (3.5 per 1000 SF)

Details

Loan Size \$10,000,000

NOI after Replacement Reserves \$1,700,000

Cap Rate 9.5%


Spread (bps over index) 250

CF before Debt Service \$1,500,000

FIG. 12

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1300



Deal Purpose	Price Impact	Proceed Impact	Deal Impact
Purchase, <5% equity	10	0%	0
Purchase, 5-9.9% equity	0	0%	0
Purchase, 10-20% equity	0	0%	0
Purchase, >20% equity	-10	0%	0
Refinance, 0-5% equity	10	0%	0
Refinance, 5-10% equity	0	0%	0
Refinance, 10-20% equity	0	0%	0
Refinance, >20% equity	-10	0%	0
Cash out	20	0%	0
Deserved cash out (no penalty)	0	0%	0

FIG. 13

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1400

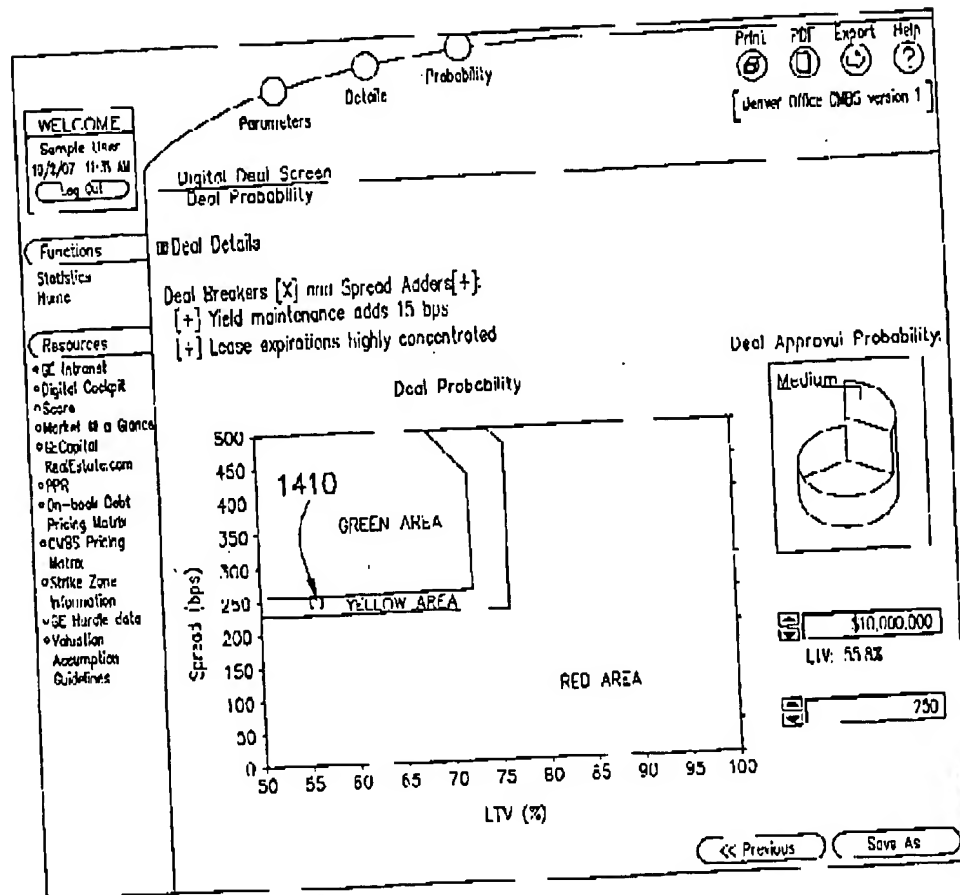


FIG. 14